

Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant		2. Registration No.
AVISO, Inc. 1150 Marina Village Parkway, #104 Alameda, CA 94501		4220
3. Name of foreign principal	4. Principal address of foreign principal	
Australian Tourist Commission	2121 Ave. of the Stars #1200 Los Angeles, CA 90067	

5. Indicate whether your foreign principal is one of the following type:

- ☒ Foreign government
- ☐ Foreign political party
- ☐ Foreign or ☐ domestic organization: If either, check one of the following:
- |                                      |  |
|--------------------------------------|--|
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Committee             |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Voluntary group       |
| <input type="checkbox"/> Association | <input type="checkbox"/> Other (specify) _____ |
- ☐ Individual—State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant.  
Australian Tourist Commission, under the Ministry of Tourism
- b) Name and title of official with whom registrant deals.  
John King, Regional Director the Americas

7. If the foreign principal is a foreign political party, state: N/A

- a) Principal address
- b) Name and title of official with whom the registrant deals.
- c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party, state:

- a) State the nature of the business or activity of this foreign principal

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION  
FEB 22 P5:28  
INTERNAL SECURITY  
REGISTRATION UNIT

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.) N/A

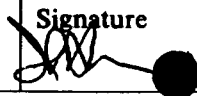
10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it. N/A

Date of Exhibit A

Name and Title

Signature

Irvin C. Hamilton, Jr.  
President



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

Name of Foreign Principal

AVISO, Inc.

Australian Tourist Commission \*

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

\* From November 15, 1987 to April, 1988 known as Tourism Australia

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.  
Staff members in AVISO office in Alameda and in New York and Los Angeles provide Public Relations services. Program is directed from Alameda.

Staff members write press releases and work with travel writers on development of stories.

RECEIVED  
OFFICE OF THE  
ATTORNEY GENERAL  
FEB 22 1988

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

The following services are provided to the Australian Tourist Commission

- Media Contact
- Press Release Writing and Distribution
- Newsletter Development
- Press Trip Planning
- Program Coordination
- Meeting Planning

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B

Name and Title

Signature

Irvin C. Hamilton Jr.

President



<sup>1</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

Also Attached w/ letter to DAs of  
Justice was an ATC Status Report  
April 16 - May 31, 1988

AVISO FILE COPY

**AVISO, INC.**

MARKETING COMMUNICATION

**RECEIVED**

**DEC 02 1987**

**BY AVISO**

November 24, 1987

Mr. John King  
Regional Director, The Americas  
Tourism Australia  
2121 Avenue of the Stars, Suite 1200  
Los Angeles, CA 90067

Dear John:

We have discussed the public relations agreement provided to us regarding our work for Tourism Australia. The agreement has been signed and is enclosed. However, in the discussions with our attorney, he felt that several points should be clarified in order to avoid any misunderstanding.

Rather than go through the process of redrafting the agreement, I am calling these matters to your attention through this letter. If these are in keeping with your understanding of the agreement, please sign the enclosed copy of this letter and return it for our files.

- We understand the overall terms of the agreement which includes the general scope of services and provisions for review. Many of the items are subjective in description and/or performance definition. It is therefore important that if you have any concerns regarding our performance that we be informed so measures can be taken to deal with such matters.

Should there be changes in these requirements, it is our understanding that such matters will be also be brought to our attention so we can redirect our efforts as may be required.

- Any potential conflict of interest in terms of work we perform for other clients will be discussed with you and/or Bill Baker prior to committing to such work. We understand that the concern regarding conflicts of interest should be work for other major tourism destinations in the South Pacific.
- The commitment of 80 percent of staff time to the Tourism Australia account applies to the staff hired in Los Angeles and New York specifically to service the account.
- The occupancy of space at the Tourism Australia offices in Los Angeles and New York is based on our work for Tourism Australia. By signing the Public Relations Agreement, we are not entering into a lease, but rather are providing for occupancy of office space during the term of the agreement while we have a person occupying the space as part of our work for Tourism Australia.

- Per the letter, this agreement will be in effect from November 13, 1987 to November 13, 1990. However, we understand that an annual review will be conducted prior to the end of each fiscal year (June 30) in order to develop budgets and general plans in advance of Tourism Australia's annual budgeting.
- Because the program is beginning after the start of the fiscal year, we submitted a revised budget to Bill Baker, prorating the annual amount from the beginning of the agreement through to the end of the fiscal year. It is our understanding that a budget will be prepared for the next fiscal year, prior to the end of the current budget period and submitted for approval.

In addition to these points, please note the change on the signature page. If you need any clarification on these points, just give me a call.

We're pleased to be participating in the promotion of Australia as a visitor destination and look forward to the challenges of the coming year.

Sincerely,



Irvin Hamilton  
President

cc: Paul Koenig, Attorney at Law

  
\_\_\_\_\_  
John King  
Tourism Australia

20/11/87.  
\_\_\_\_\_  
Date

## PUBLIC RELATIONS AGREEMENT

6

This document establishes an agreement between Tourism Australia and AVISO, (hereinafter called the Agency), on the management and operation of Tourism Australia's public relations activities for a period of three years from 13 November 1987.

The object of this agreement is to further expand the level of publicity generated to create a positive image of Australia as a desirable tourist destination among target consumer and travel trade groups and to maintain the role of public relations and publicity as an integral part of Tourism Australia's overall marketing strategy for the United States.

### Basic Function

The Agency will formulate, implement and evaluate communications strategies and programs under the strategic direction of Tourism Australia's Regional Director, The Americas and under the day to day management of the Manager U.S.A.

This communication must be compatible with Tourism Australia's marketing objectives, incorporate a mix of all appropriate print and electronic media and provide coverage throughout the USA with particular emphasis on identified key market and geographic targets.

The Agency will maintain an active news bureau to provide assistance to appropriate media representatives and will look to develop creative promotional events through a variety of opportunities and forums.

To carry out these functions, the Agency agrees to place a full time representative in each of Tourism Australia's Los Angeles and New York offices.

### Principle Requirements and Functions

- To develop short and long term public relations and publicity plans and programs.
- Target key media representatives for familiarization visits to Australia and to undertake all necessary facilitation of such visits.
- Evaluate media requests for editorial assistance and action in accordance with Tourism Australia's objectives and approved budget.

- Generate regular approved media releases.
- Maintain current media mailing and contact lists.
- Control and affect the distribution of Tourism Australia's visual aids, including videos, transparencies, and black and white photos.
- Manage a comprehensive news bureau capable of servicing frequent media requests for information.
- Maintain contact with journalists who have previously visited Australia.
- Develop and maintain effective relations with various groups whose assistance and influence is of special interest and support to Tourism Australia, eg. Australian State Offices, Airlines servicing Australia, Australian tourism product representatives, Australian Government representatives, etc.
- Arrange news conferences, media meetings and speaking engagements for senior Tourism Australia executives.
- Exert administrative control over the agency's office within the Tourism Australia New York and Los Angeles offices.
- Provide a comprehensive monthly report for Tourism Australia outlining agency activities for the month and media coverage for Australia during the period. To this end, the Agency agrees to engage and supervise the services of an effective clipping service to monitor Australian tourism related publicity for on forwarding to Tourism Australia Head Office in Australia.
- Undertake a regular evaluation of public relations activities according to objectives and targets.
- Create and develop events to showcase Australia and its tourism products.
- Provide assistance (as directed) for Australian travel industry executives and government representatives visiting the USA.



- Prepare a scale of charges subject to Tourism Australia approval for providing services for States/Territory tourism bodies, other tourism organizations and operators of an individual nature and not within the scope of Tourism Australia's approved strategy. Such charges are to be retained by the Agency to cover the costs of providing such services. No charges for such services will be made against Tourism Australia.
- Keep abreast of important and current events relevant to Australian tourism.
- Generate pre event publicity and support for ATC marketing and promotional events and activities.
- Maximise promotional value of special events in Australia with relevance to the US market.
- Prepare material about marketing achievements and circumstances suitable for release in Australia through Tourism Australia's public communications division.
- Maintain a current list of, and contact with, representatives of Australian media in the US as a means of obtaining increased coverage of matters of tourism or public interest in Australia.
- Maintain contact with the Public Communications division in Tourism Australia's Head Office.

#### Placement of Agency Representatives in Tourism Australia Offices

The Agency will position a full time staff member in Tourism Australia's Los Angeles and New York offices to provide public relations support and functions described above.

Such Agency representatives may undertake activities and work for other clients so long as approval is first obtained from the Manager USA to ensure no conflict of interests, and provided that such activities do not impair the quality of service to Tourism Australia and not account for more than 20% of normal business time in any month.

Tourism Australia will provide in return for an agreed rental, adequate office space and access to telex, facsimile, library, stationery, switchboard and reception services and supplies.

The Agency will provide a separate telephone and line for its own use and additional office furnishings and necessary business machines and equipment required to undertake functions described above.

While the Agency representatives will be employees of the Agency, their appointment will be subject to the approval of Tourism Australia and they will accept the authority of its Manager USA or his delegated representative in determining office procedures and priorities.

While the Agency representatives attached to Tourism Australia offices will be primarily responsible for servicing Tourism Australia's needs, the Agency agrees to provide additional support and services as agreed at the commencement of each year of the currency of this agreement.

While office rental for both New York and Los Angeles will be determined at the commencement of each of the 12 month periods of the duration of this agreement, the combined rental cost of both offices will not exceed 5.9% of the contracted annual agency representation fee. For the first full year of operation, the agreed lease payment for each office will be New York, one office rental \$5,040, Los Angeles one office rental \$4,600 per year with payment being made monthly.

#### Annual Agency Fee

The Agency will provide the service described above and charge on an hourly basis provided that the total annual rate does not exceed \$169,000 in the first full year of the duration of this agreement.

It is agreed that Tourism Australia may authorize an increase in this agreed rate during the currency of this agreement to cover extra and special activities.

It is agreed by both parties that the annual fee will be negotiated prior to the commencement of each 12 month period of the duration of this agreement.

Additional to the annual fee, a further provision to cover maximum estimated expenses will be made available and paid upon account giving documentary proof of allowable expenses. For the first 12 months of this agreement the amount of \$21,000 has been budgeted and will not be exceeded without the written consent of Tourism Australia.

The budgeted expenses allocation for subsequent 12 month periods will be determined during each annual fee review.

#### Review of Performance

That each month an executive meeting of Tourism Australia and the Agency will be held to review activities and plan forthcoming plans and strategies.

That at the time of each annual review of fees and conditions, a review of the proceeding year's work will be presented by the Agency and a strategic working plan for the following year submitted for approval by Tourism Australia. Such presentations will include identifiable results achieved and defined goals upon which performance may be assessed.

#### Extension of Agreement


The terms of this agreement may be extended beyond the completion of the contracted period upon the mutual agreement of both parties.

#### Termination of Agreement


Failure to perform in compliance with the aforementioned requirements and responsibilities by either party may lead to the termination of this agreement upon 30 days written notice by either party.

This agreement, made in Alameda, California and governed by the laws of the State of California, is accepted on behalf of

**Tourism Australia**

  
Reginald Directo The Americas

**AVISO**

  
W. Hamilton

**Date**

11/30/87.